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How custom window treatments can improve the function and style of your home

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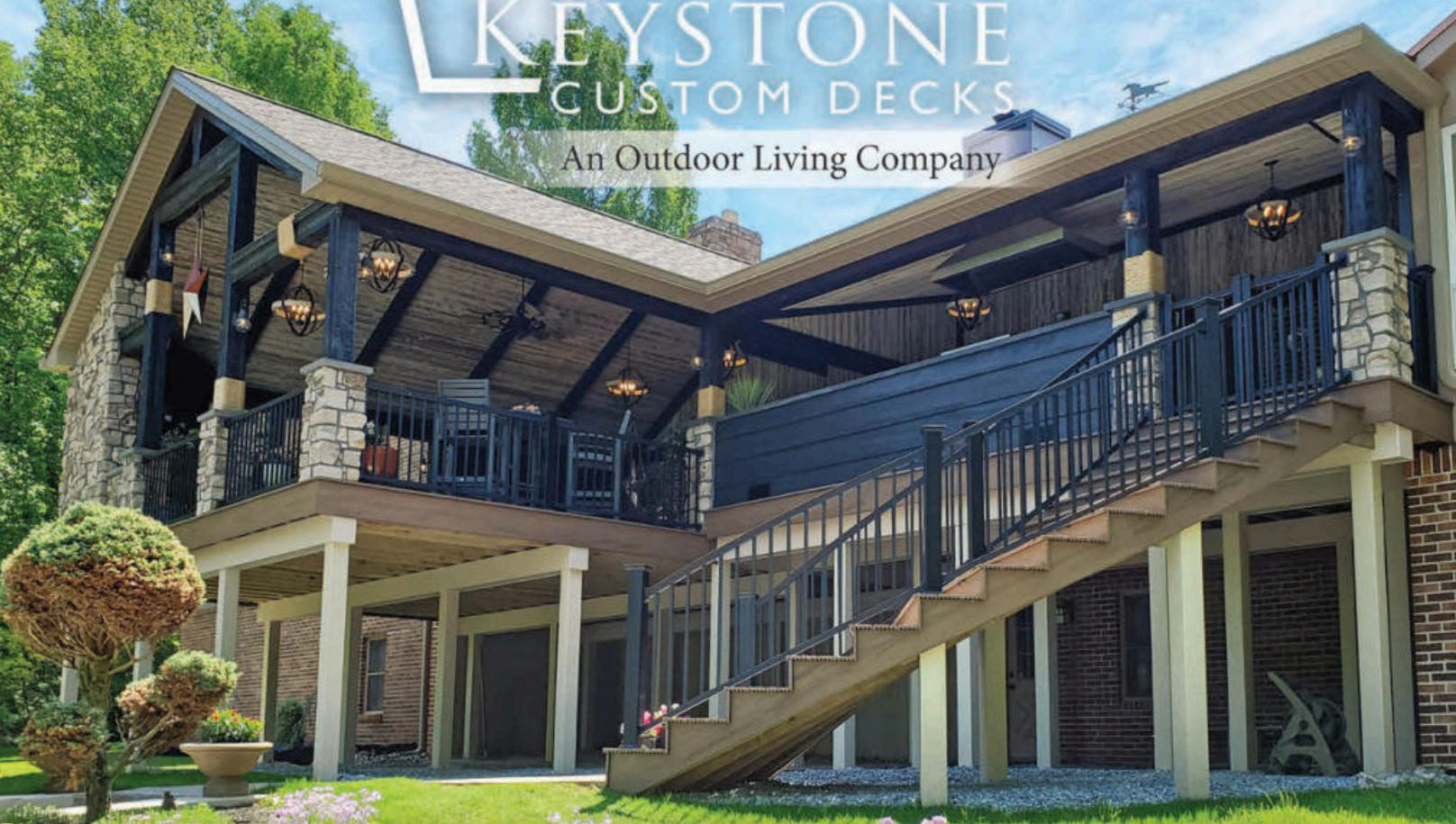
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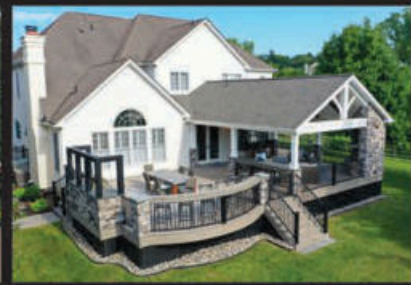
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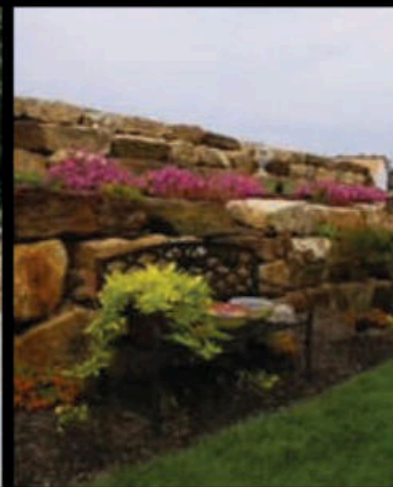
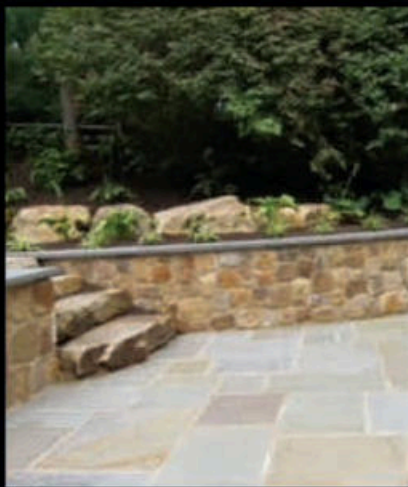
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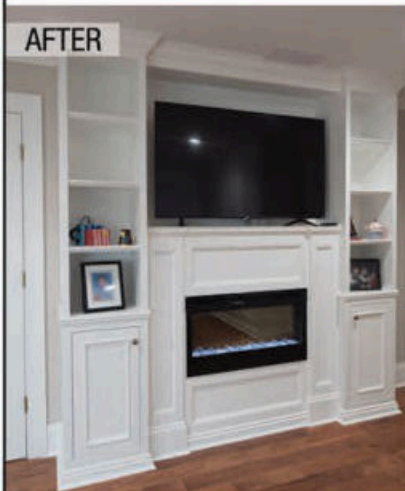


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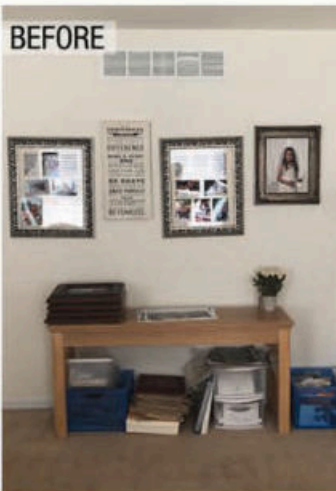
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DID YOU KNOW?

Buzzworthy industry news



The National Kitchen & Bath Association (NKBA) recently announced the relocation of its corporate headquarters from Hackettstown, New Jersey, to Bethlehem, Pennsylvania. “Why Bethlehem? It’s an emerging ‘creative class’ city with a rich history, world-class colleges

and universities, a diverse population, the amazing Hotel Bethlehem to house out-of-town guests, and access to major transportation hubs,” says Bill Darcy, NKBA CEO. “We look forward to joining and contributing to the dynamic Bethlehem community while providing an exceptional work environment for our employees. Our global reach connects some of the largest kitchen and bath manufacturers, retailers and design professionals around the world and we are anxious to introduce them to the beauty and unique culture embedded in the Lehigh Valley.”

TRENDS & TIPS

Advice on what’s new and notable

The world of furniture is constantly evolving and the folks at Baker Interiors Group and Baker Furniture are staying ahead of the curve by championing seasonally inspired luxury fabrics to help warm up interiors with sophisticated and timeless styles. In particular, Anissa Leatherman, product manager, textiles at Baker, is seeing a few trends this year that are sure to make an impression now and in the seasons ahead:

Performance-based faux leather: The onset of colder months is not deterring people from spending time outside the way they used to. As everyone spends more time at home, quality pieces of outdoor furniture have risen to the top of the investment list.

Boucle cloth: As one of the most sought-after fabrics in the industry today, boucle provides the perfect harmony of luxury and comfort.

Neutral linens: Synonymous with laidback luxury, neutral linens are timeless and effortlessly elevate any indoor or outdoor space.

Leatherman remarks that the weave details and subtle nuances within these cloth textures are highly important as texture continues to be a high priority for clientele. She’s also seeing the appeal of layering varying textures to build interest and dimension—a velvet with boucle, with chenille, with leather, and so on. As we approach the new year, Leatherman anticipates even more interest in outdoor performance fabrics, as well as a step away from all-neutrals with whispers of dynamic jewel tones.



THE BUZZ

A look at what has the industry talking

The folks over at HGTV recently highlighted the 12 hottest interior design trends that are sure to be popular decor options for some time to come. Here’s a quick look at what homeowners should keep an eye out for:



- *Sculptural art to add design elements to your living space*
- *Checkerboard patterns, especially with rugs and bed linens*
- *Smoky glassware*
- *Warm-toned marble and natural stone like travertine*
- *Curved silhouettes on statement-making furnishings*
- *Cottagecore florals in napkins, pillow covers and more*
- *Ruffled or waved design elements for tablescape design*
- *Dark woods*
- *Brushstroke upholstery in neutral, tonal hues*
- *Saturated jewel tones*
- *Earthenware vases*
- *Chocolate accents*



For more info on how to incorporate these trends into your interior design, visit HGTV.com

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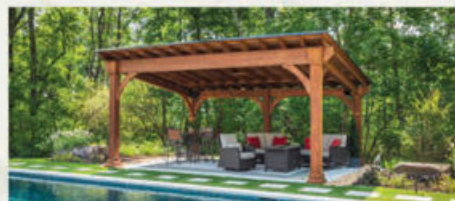


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As voted by our readers, the following companies and professionals are being recognized for their quality products, expertise, top-notch customer service and reliability. We're also featuring a closer look at these companies in informative spotlights and showcases that shed some light on their dedication. For your next home project, there is no one better than these winners.





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How many years have you been in business or in this industry?

This year, Dilworth's celebrated 32 years in business!

What makes you the best in your industry while separating you from your competitors?

We offer full turnkey services and use no subcontractors. All of our cabinetry is handcrafted in our Phoenixville shop, where we also fabricate countertops. Our quality is second to none, we have the best installers in the business and we stand behind every job we do.

How does it feel to be recognized among House & Home's Best of Winners?

It's quite a compliment to once again be recognized by the community and our clients as a Best of Winner. Most of our business comes from client referrals and repeat business so an award like this is greatly appreciated.

What do you find most rewarding about this industry?

Exceeding the hopes and expectations of our clients. It's very gratifying to hear our clients say how easy we made the process and how they still love their new kitchen or bathroom even many years later. It's difficult to describe the feeling of turning a client's dream kitchen into their reality.

BEST of HOUSE & HOME in: **BASEMENT SYSTEMS**



How many years have you been in business or in this industry?

Dry Guys Basement Systems is a family-owned and operated business founded in 1986, and we are now on second-generation ownership.

What makes you the best in your industry while separating yourself from your competitors?

We emphasize our "WOW Service." We are servicing people, not just a home, so we make sure to go the extra mile for every customer to provide service that will make them say, "Wow."

How does it feel to be recognized among House & Home's Best of Winners?

This is such an exciting opportunity for our Dry Guys team. It means a lot to us because this is something that readers voted for, not a poll that we advertised ourselves. We are incredibly proud of our team and are ecstatic to reach new people.

What keeps you motivated every day to do the work you do?

Basements and crawl spaces can be pretty gross, but the team coming in each day and doing their best gets me going. My team's personal lives are important. Seeing them happy at home with their families and bringing that energy to work to take care of customers is awesome.

What do you find most rewarding about this industry?

The most rewarding part is exceeding people's expectations and changing lives, one home at a time. Customers don't have to worry about water or mold in their basement or crawl space after it rains, and can have some peace of mind when the weather hits. I love connecting with customers, and am thrilled when I see them in the grocery store or around town and they tell me how happy they are!

Are there any new products or services you are offering that you'd like our readers to know about?

For basements, we have a set of products we like to call the "Big Three." These include our full-perimeter WaterGuard, TripleSafe and the SaniDry™ Sedona. These are our waterproofing systems, dehumidification systems and our sump pump station that will keep you dry all the time.

Kim Gattuso, Owner
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BEST of HOUSE & HOME in:
ROOFING



How many years have you been in business or in this industry?

My father started the business around 30 years ago and my brother and I have been running the business for the last five years. We both got into the trades as soon as we were done with school.

What keeps you motivated every day to do the work you do?

At the end of the day, it is extremely rewarding to read letters and reviews from our clients expressing how thankful they are for the transformation that we brought to their home. Seeing a phenomenal finished product is really rewarding.

What do you find most rewarding about this industry?

The building industry is special because each day we get to be a part of helping someone create a place that they can call home, which is a safe place and a place that they can use to make memories for years to come with their families.



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BEST of HOUSE & HOME in:
STUCCO REMEDIATION



How many years have you been in business or in this industry?

Five Star Contractors is celebrating our 23rd year serving the Greater Philadelphia area.

What makes you the best in your industry while separating yourself from your competitors?

Building science is at the core of our unique value proposition in a crowded remodeling industry. While many contractors see home remodeling as a means to an end, I think we can do better. We strive to educate ourselves on the most advanced building best practices, deeply rooted in building science, in order to provide solutions that our competitors simply cannot match.

What keeps you motivated every day to do the work you do?

Home remodeling is such a deeply personal experience for both the contractor and homeowner. A home is where we create memories, and it is a privilege to earn someone's trust to help them make their dreams a reality. At the end of the day, nothing in this business is more rewarding than a trusted referral and a partner for life. Creating this experience for our clients is what motivates us each and every day.

Are there any new products or services you are offering that you'd like our readers to know about?

As a professional custom remodeler, we specialize in all areas of the exterior envelope. This includes exterior cladding (siding, stone, brick and stucco), windows/doors, hardscaping, decks/patios, structural alterations/additions and more.

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How many years have you been in business or in this industry?

We are a third-generation business that was started by my grandfather in 1947.

What makes you the best in your industry while separating you from your competitors?

Service is everything for us. We believe our relationship with the customer *begins* when they buy a pool, it's not the whole transaction. We don't believe in selling a pool unless we can also offer that customer top-quality service afterward. For as long as they own the pool, we're there to help maintain it and offer fun accessories too.

What keeps you motivated every day to do the work you do?

We *love* what we do. It's a privilege to work with people to provide something they want and will get so much enjoyment from; something that's often a focal point for family gatherings and fun.

What do you find most rewarding about this industry?

Satisfied, happy customers that send their friends and neighbors to us year after year. It's the best.

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FOUNDATIONS & WATERPROOFING

BASEMENT BR

From **home gyms** to extra **entertainment areas**, finished basements add more living space to homes without breaking new ground.



ALLIANCE

BY
**KATIE
FRANCIS**

So many homeowners can't envision their basements as anything other than unorganized, don't-let-the-visitors-see storage, and end up wasting the space's possibilities. However, many are now realizing that previously untapped potential and transforming their underground square footage into finished living spaces that they're constantly boasting about and showing off to guests.

House & Home talked to local experts to discuss the latest advancements in basement finishings, including the most popular trends and common uses for these repurposed spaces. All but one say they're seeing an increase in basement renovations—but even for that one, these projects are in high demand.

"We have not seen an uptick in basements but people are definitely still renovating them," says Dennis Gehman, owner of Gehman Design Remodeling, adding that this option is much more wallet-friendly than putting an addition elsewhere. "It is cheaper to finish that space because the square feet of floor space is already there, so we don't have to build an addition. You don't need a foundation. You don't need a roof. It's just putting the finishes in."

And now more than ever, people are looking to add—or in this case, take advantage of—as much space in their homes as possible. Following the height of the COVID-19 pandemic, many jobs are still remote or hybrid, meaning people are spending much more time at home than they have in years past.

Nick Kornea, owner of LBK Design Build, says that he's seen an increase in basement renovation requests because of the pandemic aftershocks.

"A lot of it has to do with the post-



Photo courtesy of Gehman Design Remodeling

COVID world because people are spending more time at home still. We feel that they're looking for more space within their home, especially if they have young kids," Kornea explains.

There are many different ways that basements can be utilized to ensure parents can finish the last few hours of their workday while their children are arriving home from school.

Kornea says that clients oftentimes create home offices on the lowest level, which frees up the ground level and above floors. Some transform their basement into more of an entertainment space, giving kids the opportunity to play or hang out while their parents are upstairs.

doubtedly the way to go if you're looking to increase the overall value of your home. The experts agree that nothing says dollar signs like an additional bedroom or full bathroom.

Regardless of how a homeowner decides to use it, finishing a basement gives a new and more intentional purpose to an otherwise overlooked space. Many times when Gehman first sees a project, it's an unfinished basement where homeowners have multiple things going on—storage in one corner, exercise equipment in another and a rug dedicated to children's playtime somewhere else. He says that finishing that space gives it a more deliberate appearance and gives those using it a much more enjoyable experience.



"A lot of homeowners may have limited space in their overall floor plan in their house, so they're using the basement as a rec room or playroom for their kids. Or, if they're older kids or teenagers, it'd be like a hangout spot," he explains. This space utilization allows for more privacy opportunities for all members of a household, too.

Extra living room areas and entertainment rooms are popular uses for finished basements, along with home theaters, gyms, and even guest and in-law suites.

These projects require more involved work, including plumbing for kitchenette sinks, bathroom showers and toilets, but are un-

"This space is sitting there, they're probably using it for something already. ... Now they're saying, 'You know what, we're spending so much time down here and I'm tired to look at the concrete walls and open ceiling joists so let's finish it off,'" Gehman says.

After figuring out what they want the space to be used for, homeowners must also decide the style their newfound space embodies.

The experts agree that the overwhelming majority of clients are looking to make their basements what Kornea calls an "extension of the house." In other words, they want to make the level feel less like it's underground and more cohesive with the rest of their home's decor.

PA 020170



First Impressions Matter

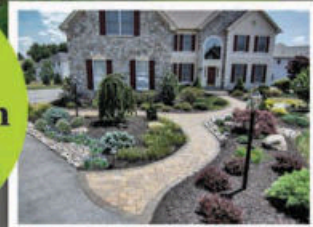
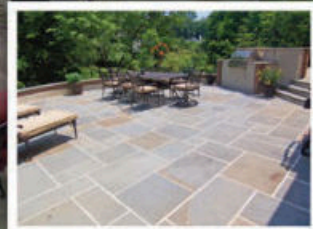
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BASEMENT BRILLIANCE



“People don’t want it to look or feel like a basement anymore,” Gehman says. Drop and suspended ceilings are telltale signs of a basement, which is what his clients are steering away from.

“People don’t even like to call it a basement. We call it a ‘finished lower level,’” Gehman explains. Of course, it’s difficult to mask this reality when many lower levels don’t have large windows or high ceilings. That’s where, Kornea says, clients opt for walkout style basements, allowing an exit and entry as well as the opportunity for natural light and that above-ground feel.

A lot of the “basement feel” also comes from the flooring. Bob Pop, owner of Transylvania Concrete Coatings, is seeing a trend in the flooring that people are choosing for their personal gyms, man caves and television rooms.

Pop says that “seamless, resinous floor” like polyaspartic

or polyurea flooring has become the most popular for finished spaces because people are becoming more and more educated on the topic.

“It is durable, tough, anti-bacterial, anti-microbial. In the event of flooding, it would not get damaged and is easy to clean,” Pop explains, adding that the typically popular carpet and floating floors have a lot more issues with mold.

That being said, adding an area rug or two is a great way to incorporate pops of color, warmth and comfort into any basement space while maintaining the practicality of hard flooring.

These spaces, regardless of how you use them or how you decorate them, are crucial square footage that can add value to a home and the lives of those residing there. Families feel pride in showing off their luxurious downstairs den instead of closing the basement door every time they have guests over. **H&H**



RESOURCES

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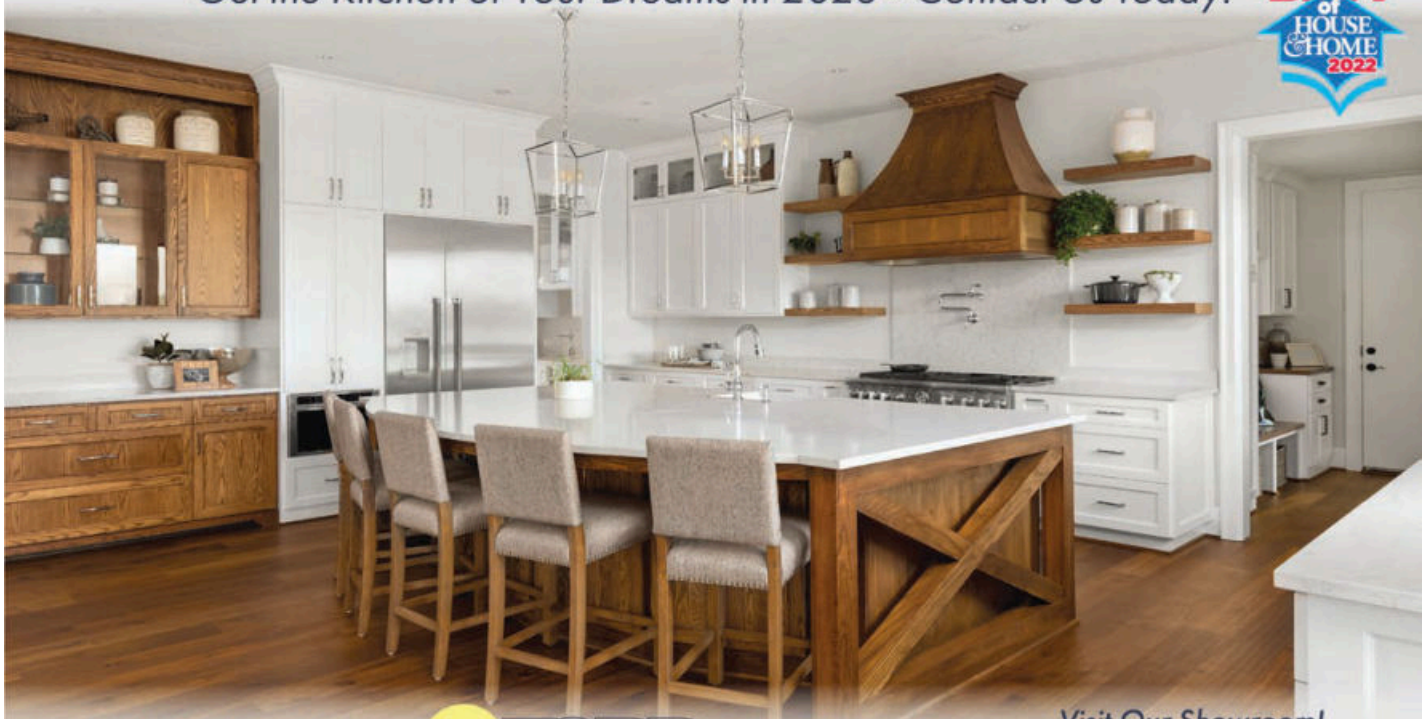
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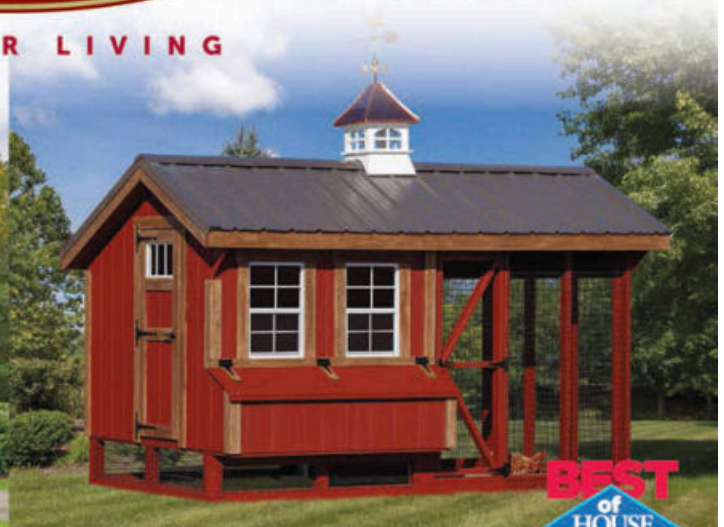
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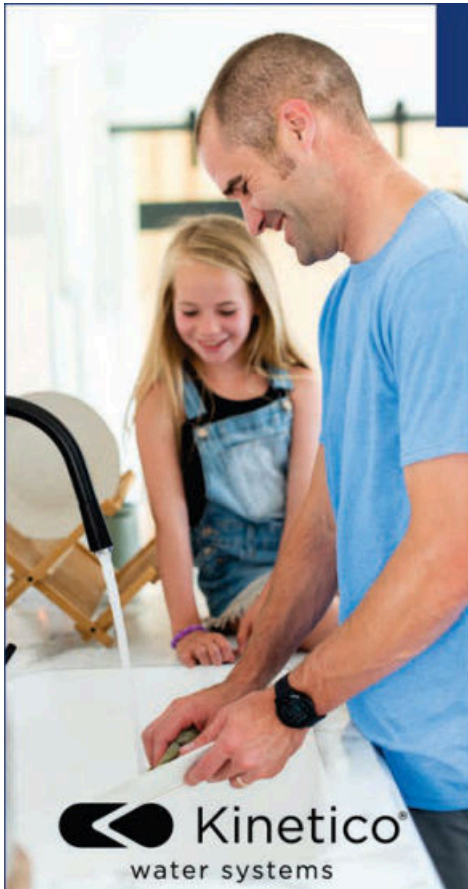
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Choosing the perfect stone takes careful consideration, and the guidance of someone who knows the product. At AAA Hellenic, customers can turn to professionals who have decades of experience designing and installing stone in kitchens, bathrooms, foyers, fireplaces and even in outdoor living spaces. Mike Werner, sales manager, is one such expert who has been with the family-focused company for more than 10 years.

House & Home spoke with Werner about how new products from Silestone and Dekton are giving people the high-end looks they've wanted at a more reasonable price.

WHEN YOU MEET WITH CLIENTS, WHAT ARE SOME THINGS YOU NEED TO KNOW ABOUT THEIR LIFESTYLE TO GUIDE THEIR SELECTION?

Most individuals typically have saved pictures they found online or in magazines to establish an idea of their design preferences. We also want to know about what's going on in the space where the stone will be used. Every household is different. Materials they might like or find attractive might not be the best choice for their home. Granite is very dense and durable. It is heat resistant and scratch resistant, with minimal maintenance. Marble is a classic choice with unrivaled beauty and gives you a timeless look. It may be a little softer than granite, but will still give you a very durable surface.



Mike Werner,
sales manager

materials are temperamental and require a high level of care and precision, which Hellenic excels and specializes in.

WHAT ARE THE NEWEST MATERIALS ON THE MARKET AND WHERE ARE THEY BEST USED IN THE HOME?

We're really excited about the design potential with products from Silestone and Dekton in shower wall and bathroom applications. People have been longing for a solid-slab, seamless look on their shower walls—nobody likes grout joints—but this comes with additional labor to get these large slabs into tight shower spaces. These new products are more durable and thinner, making them easier to transport and install. Silestone is engineered quartz and in particular has some nice combinations of

natural stone-looking materials, as well as muted patterns for the monochromatic look people want. Dekton is a porcelain and glass hybrid with quartz that is more durable and still gives that desirable natural stone look. This is something that we are specializing in.

HOW CAN CUSTOMERS ARRANGE TO VISIT YOUR SLAB YARD TO SEE THEIR OPTIONS?

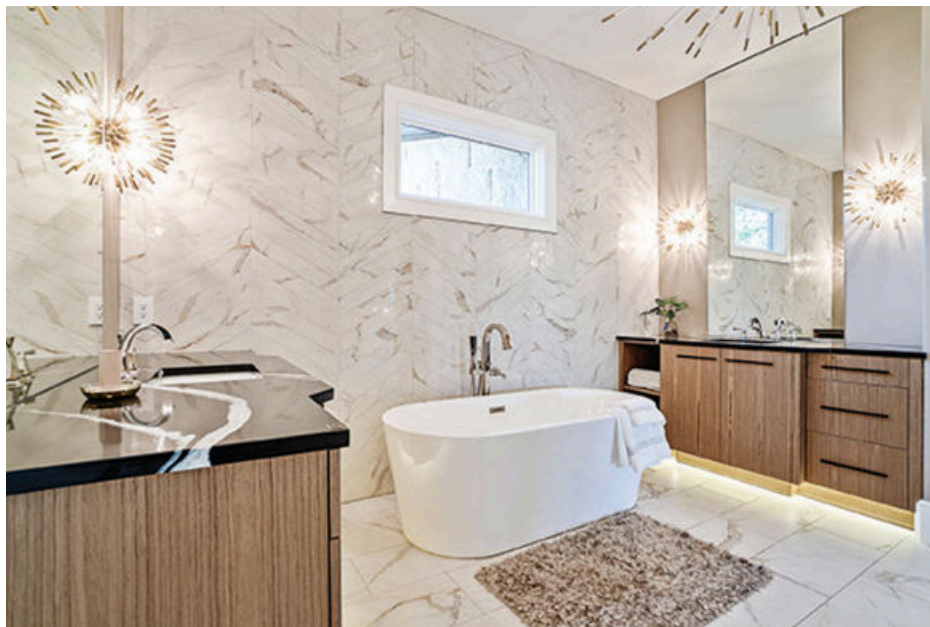
Our slab yard is open by appointment so we can control the amount of people in the building at a time, everything is spaced out and we also have outdoor inventory available weather permitting. We have implemented additional safety measures, including UV light systems and UV air purifiers to reduce airborne contaminants and provide more peace of mind for customers. We also offer virtual appointments.

Our inventory of marble, granite, soapstone and quartzite is very strong right now, we've added a lot of new products for people. We have about 200 different colors on display, and our stones are directly imported from places like Italy, Brazil and Africa. It's always beneficial to walk through and see the stone in different lighting, and more often than not, people find something they never expected. **H&H**

CAN YOU TALK ABOUT THE EMERGING POPULARITY OF NATURAL STONE QUARTZITE AND YOUR KNOWLEDGE OF IT?

Engineered quartz has gained popularity over the past couple of years, but natural stone is still the most requested for its beauty and durability. Natural stone quartzite is an especially good choice for kitchens. Everyone likes the look of marble, but it's softer and more porous. Quartzite is a dense stone that can handle the impact and functionality in a kitchen, and it's not as porous.

We directly import this stone from the quarries to our facility, which enables us to pass discounted pricing on to clients for rare quartzites in a wide variety of colors. The



A Window OF OPPORTUNITY

Custom window treatments offer privacy, light control and energy efficiency, while also adding a stylish finishing touch to home décor.

BY MATT COSENTINO

When most people think about the décor in their home, the first aspects that come to mind are the furnishings, paint colors, artwork and other accessories that help define a space. Usually further down the list—but just as important—are the window treatments, which sometimes get overlooked but can be crucial to tying a room together.

Of course, blinds, shades and draperies play a functional role in providing privacy, protection from the elements and light control, but they can also be a way for a homeowner to add flair and personality. The type and size of the window, the specific room and personal taste are all factors in determining which treatment would be the best choice.

House & Home spoke to local professionals to learn more about the decision-making process and the trends to be aware of heading into 2023.

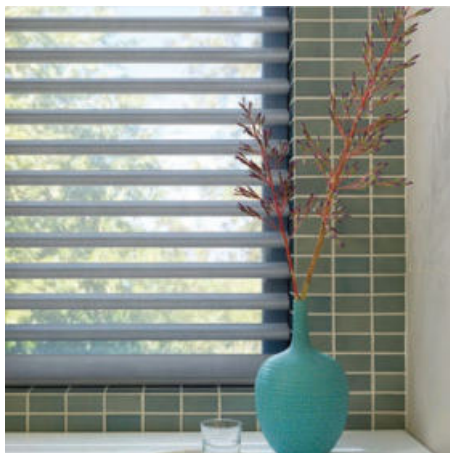
SEEKING EXPERT ADVICE

As in many areas of home décor these days, the options for window treatments seemingly go on and on. Whether a homeowner is primarily interested in functionality, aesthetics or a combination of both, there are countless offerings to choose from and the task can be overwhelming.

That's where the services of an informed professional can be instrumental, and will likely save the customer money in the long run.

"We really focus on trying to direct people to make the right choices," says Denise McCracken, showroom manager at Ambiance Design. "Different shadings accomplish different things, and depending on the person's needs, one shade might be better than another style. ... They're investing money in this and we want to make sure they get what's best for their décor and still give them an updated look."

Getting to know the customer's lifestyle and preferences goes a long way, enabling professionals to steer them toward certain products and away from upgrades that may



be unnecessary. For example, McCracken points out that a home situated on a private lot would not have as many privacy concerns as one in a busy neighborhood.

Stella Zaffino, showroom manager at Blind Builders Inc., takes a similar approach with customers and, like McCracken, encourages them to bring photos to assist with the process.

"I ask a lot of people if they have a picture of the window or the room, because it's definitely a huge help to see what I'm working with and I can offer a suggestion or offer a situation that the customer may

not be thinking about," she says.

"There are so many options out there, so I'm able to say that options X, Y and Z aren't necessarily going to work for them. It narrows down the options and makes things a little bit easier to understand, and we can go over what would be the appropriate product for that project."

Zaffino adds that taking the time to visit a showroom is much more effective than just browsing online for window treatments.

"Seeing them on a computer screen does not do them justice," she says. "To be able to come in and touch, feel and operate shades really gives you a sense of the quality and how great they are."

POPULAR SELECTIONS

Once the wants and needs of the client have been determined, they can be presented with different choices for their home. One product that McCracken frequently recommends is a Silhouette shade from Hunter Douglas, which is notable for its versatility.

"That's what I have in my home and it's what we call a multi-functional product: You get several levels of both privacy and light control from it, and you're not necessarily closed off from the outside world," she says. "It's a combination of sheers and a fabric vane in the middle, and when you have that vane open, you can still see outside through the sheers. But most of the time those two layers of sheers are enough to give you privacy during the day, when it's hard to see into someone's house."

"Then in the evening, when it's easier to see into someone's house, you simply close the fabric vanes and you have complete privacy. It really does check all of the boxes and it has a few added benefits, like protecting your interior furnishings and floors from UV rays that fade everything."

Cellular honeycomb shades, Zaffino says, are similarly versatile and can work in both traditional and contemporary setups. They are offered in a variety of colors, textures

and patterns, and are one of Blind Builders' top sellers.

Plantation shutters are another popular choice because they are easy to maintain, durable and provide complete light control as well as energy efficiency.

"I'm a huge fan of plantation shutters because you can put them in different types of rooms and with different styles," Zaffino says. "Like the honeycombs, you can make them look very traditional in an old, historic home—which we have a lot of in this area—or you can make them look modern and contemporary. There are a lot of different types of plantation shutters: You've got PVC shutters if you have a window in the shower; you've got hybrid shutters; and you've also got solid wood shutters, where you can match stains and paints and fully customize them."

The vinyl shutters, McCracken adds, are often used in Shore homes because of their coastal feel and ability to withstand humidity.

Roman shades are still in demand when it comes to a more formal look, Zaffino says, although she rarely gets requests for vertical shades anymore. Then there are soft treatments—fabric-related items like draperies or curtains in which the homeowner can add personal style to the room.

"We're doing less and less of the full drapery, but we do a lot of a stationary side panel, which is a great way to bring in a bold color or a pattern without being overwhelming," Zaffino says. "We're also doing a lot of the cornice boards—a nice, fabric-wrapped cornice across the top is another great way to bring in a nice, bold color without having it be a big part of the room."

Soft treatments are usually the finishing touch, according to McCracken.

"It's often the last piece of decoration—the jewelry to the outfit, if you will—and it can make the room," she says. "We work with a lot of interior de-

signers in the area and they'll come to us to have us take care of that aspect of their project. It definitely adds something to the space."

TAKING CONTROL

Of course, no talk about window treatments is complete without getting into motorization, which continues to grow in popularity. Not only can blinds or shutters be operated with the push of a button, but they can also be programmed to open and close at certain times of the day, promoting better energy efficiency.

"Those are definitely on the rise in popularity," McCracken says. "We find that sometimes people come in and spec out motorization for a certain area of the house, and then they'll come back and want more once they get a taste of it. They want it in every room."

Motorization used to be a harder sell for older generations, but according to Zaffino, that's no longer the case.

"Everybody at least has an Alexa in their house and they carry around an iPhone," she says. "Motorization allows people to integrate their home with their technical life. ... Hunter Douglas makes a very user-friendly product. We have these displays in the showroom, and when we sit down and talk about them, I show customers and let them operate them. They realize it's not that scary, it's nice and easy." **H&H**



RESOURCES

Ambiance Design

Blue Bell, Pa.
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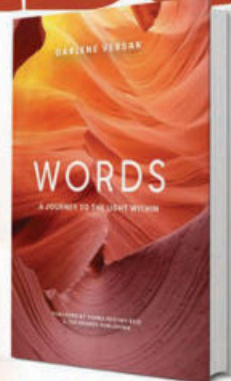
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Just a Stone's

Debuting a West Chester showroom earlier this year has helped **Imperial Marble & Granite** bring its dedicated customer service and exclusive products to even more Pennsylvania homeowners. *by Madeleine Maccar*

Throw Away

Since 2004, Imperial Marble & Granite has been working with clients from all over eastern Pennsylvania to design, fabricate and install uniquely stunning natural stone and quartz furnishings, from residential kitchens and bathrooms to retail establishments' reception spaces and dining areas.

But owner Albert Kzelian noticed a worrisome decline in clients from Exton, Malvern, King of Prussia, West Chester and other areas for whom Imperial's Essington location was just a little too far away.

So, just like with every job Imperial puts its name on, Kzelian came up with a solution that prioritizes his customers' needs: establishing a showroom closer to them.

"I said, 'OK, if you guys don't want to come to us, we'll come to you,'" he begins. "An opportunity came up at this location in West Chester and I could not resist. We built a 4,000-square-foot, beautiful showroom, and it's right on West Chester Pike."

The result was a wide-open, thoughtfully designed space. Open since April, that West Chester showroom is already a resoundingly well-received success.

One of the most striking features of the Imperial showroom is that there are no tiny samples trying to approximate the full extent of all the colors and natural beauty that exist in one piece of marble or granite: The entire slab is available for client scrutiny, which Kzelian

says is crucial in helping them fully assess a stone they're considering for their home.

"The sample certainly doesn't justify what the slab looks like," he explains. "The slabs have so many variations that a sample that's just six or 12 inches isn't going to tell you about the entire piece because that piece has gold, gray, white, beige, all these different colors that a sample can't show you. So when the customer sees the whole entire piece, they're like, 'Oh my God, this is beautiful!' or 'Wow, this is not what I was expecting, it's too busy.'"

But the showroom, Kzelian points out, "is not just for countertops." It's also where you can find an array of ceramic and marble tile, vanities, faucets and sinks, knobs, kitchen cabinetry, lighting and even sound systems. Imperial also outsources appliances so "we can give everything to the customer looking for a complete kitchen."

"We have a variety of different things," Kzelian says. "A homeowner could come in and purchase pretty much everything for every room all at once."

The Imperial team stays on top of current trends and client-demographic preferences—Kzelian notes that customers under 40 tend to gravitate to the manmade quartz but those 40 and older still prefer more natural stone like

Imperial Marble & Granite

Main location: 200 Old Tincum Island Road, H Complex, Essington, Pa. (610) 521-0130

Showroom: 1311 West Chester Pike, West Chester, Pa. (610) 738-5277 | IMGStone.net

granite and marble, while neutral colors are staging a comeback in demand across the board—that guide their offerings.

And for much of those in-stock options, Kzelian adds that Imperial is the only place in the state where they can be purchased. "There are specific products or colors that we're the exclusive dealers of in Pennsylvania. Nobody else carries them or has them."

While the West Chester showroom gives clients a chance to get an up-close, hands-on look at all the pieces Imperial has in stock, one of the biggest advantages to them is the cost savings that comes with making a purchase directly with Imperial.

But what really differentiates Imperial from the rest is the kind of dedicated, attentive client support that drove Kzelian to open up a showroom to better assist his customers in the first place.

"Customer service is No. 1, No. 2 is craftsmanship and No.3—which is the most important thing—is turnaround," he says. "From template to install, it's a 10-day turnaround. We have the technology and machinery to back us up. Everything is done by digital measurements and laser measurements, so that helps us make things more precise and accurate."



It is that determination to deliver high-quality, skilled and minimally intrusive work to clients that Kzelian believes will ensure that Imperial keeps growing so it can keep finding new ways to ensure all their clients' needs are met.

"We started out in 2004 with six employees and now have 43," says Kzelian. "Our second location is helping us to continue helping clients with a warehouse experience that has all the beautiful lights and design of a showroom." **H&H**

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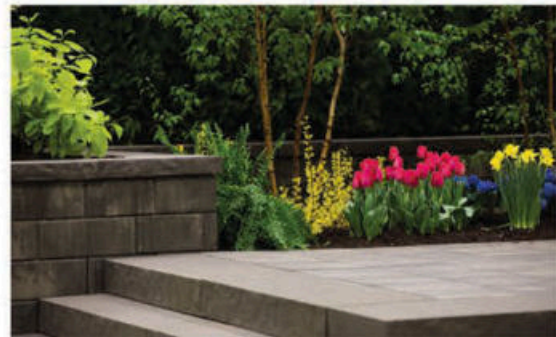
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